

CLIENT SEARCH ASSIGNMENT FOR A MAJOR PROJECT DELIVERY FIRM

JOB OPENING - **FEDERAL SALES DIRECTOR**

**LOCATION: U.S. CITIES CENTRAL TO FEDERAL COMM/DOD CLIENTS
TO BE DETERMINED ON A CASE-BY-CASE BASIS**

**KEYS TO HIRE: 10+ YEARS MILITARY/GOVT COMMUNICATIONS EXP
(WIRELESS, RADIO, AND/OR WIRELINE)
5 YEARS DIRECT SALES EXPERIENCE**

You're bright. You're talented. You're experienced. You can work wherever you choose.

Consider a strategic career move to a global engineering and program management firm selected as the Program Management Company of the year for three years in a row by *Engineering News-Review*. It has also been listed multiple times in the top 100 best companies to work for by *Fortune Magazine*. You can be part of the most exciting developments being made in engineering. You can be teammates with colleagues who are world leaders in their fields.

The values, ingenuity, integrity, and dedication around which the founders built the firm in 1946 remain intact today. These values have grown over 60 years to a diverse firm with 17,000 people. In every hallway and every office throughout this employee-owned company, the commitment to outperforming for their clients continues to ensure the company grows thoughtfully with a strong financial base.

Job Description:

To lead the Communications & Information Solutions (C&IS) effort to sell Federal Communications solutions for the firm's North America Communications Group, with a focus on the Department of Defense (DOD). Grow the business to the extent that additional sales team members are required to continue expansion. Coordinate with other firm Federal Sales professionals globally. The position has the potential to grow into a business vice president role for federal sales.

Deleted:

Core Responsibilities:

1. Grow the North America (NA) Communications business across Federal markets, focusing on high-level solution sales featuring the technologies, services and partners in the C&IS Solutions Portfolio. (**Industries - Telecom, Information Solutions, and Security. Capabilities - Consulting, Integration, Implementation, and O&M).**)
2. Be accountable and responsible for building a portfolio of projects that meet the revenue, margin and net contribution targets of nationwide Federal Communications.

3. Successful candidates possess a proven ability to lead the solution selling process, engage effectively at the most senior levels of a targeted client and orchestrate the assets of the firm toward identifying, communicating and gaining client agreement as to the tangible business value of a complete C&IS solution.

*Successful candidates will also have basic knowledge of government management practices and be familiar with FAR, Earned Value Management, specifications, and other tools important to successful government program management practices.

4. Prepare, update and maintain a regional Sales Plan with financial goals and objectives, including sales budgets and account, territory and opportunity plans.

5. Contribute to the development of sales and marketing objectives and strategies on both Global and Regional levels.

6. Reports to the Managing Director, North America Communications, with day-to-day coordination with the Director, Federal Programs and lead sales efforts to achieve North American Communications revenue and margin goals, including positioning and persuasion; laying the groundwork for profitable negotiations and project delivery. A proven ability to lead pursuits and close business is required.

7. Ensure that pursuits involve the responsible contract, delivery and management resources as required to ensure delivery quality and project financial success.

Core Competencies:

1. Communications. Demonstrated ability to communicate in inter-disciplinary setting and with technical and non-technical participants involved in sales.

2. Leadership. Ability to organize, motivate individuals and teams toward accomplishment of individual and group goals.

3. Team-building. Experience in organizing and building teams around concentrated/focused goals and objectives.

4. Strategy development. Understanding of long-term business goals and short-term sales strategies.

5. Market/sales methodologies. Knowledge of market concepts in competing communications firms.

Qualifications:

At least 5 years of direct sales experience. 10+ years experience in communications (wireless, radio, and/or wireline). Government communications and military communications experience is required. Military IT experience highly desirable. A proven track record of meeting or exceeding sales metrics in the industry. Alignment with the firm's core values and ethics. Ability to drive and close complex communications solutions sales. Ability to understand and represent the full portfolio of solutions provided by the firm, which include

communications design and implementation, Geographic Information System Solutions, IT solutions, Managed Services, and Physical/Cyber Security.

We at Concept Recruiting Group would like to encourage you to explore this job opportunity with us. Please contact us with your request for additional information or questions, at your earliest convenience. Or, forward your resume and we will contact you immediately to open discussion.

If this opportunity is not the right fit for you, we encourage you to pass it on to an associate.

Concept Recruiting Group is a search firm and we represent only the client firm described here. Your confidentiality will be respected and assured.

Kind regards,

Michael Woodruff

Managing Partner

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